



# Financial Fluency v2025

AskLovely  
PODCAST

HIS & HER  
MONEY

CNBC

Qube  
Money

P&B

PRESENTED BY LAWRENCE DELVA-GONZALEZ

IG HANDLE: @GQ\_ACCOUNTANT

AND @THENEIGHBORHOODFINANCEGUY

[WWW.THENEIGHBORHOODFINANCEGUY.COM](http://WWW.THENEIGHBORHOODFINANCEGUY.COM)



Also on

## The Financial Griot

[LISTEN HERE](#)

The True Goal in Life is  
to Buy Back the most  
limited resource.



# Wearing a Suit, Means I know Stuff

There is a difference

**Over \$1.8M in Assets.**

A combined 20 years of experience in the field of

Fast Food, Retail, Security, Military, Language

Translation, Accounting, Taxation, Auditing, Finance,

Cyber IT, etc.

*"I've been working since 1998... I know stuff."*

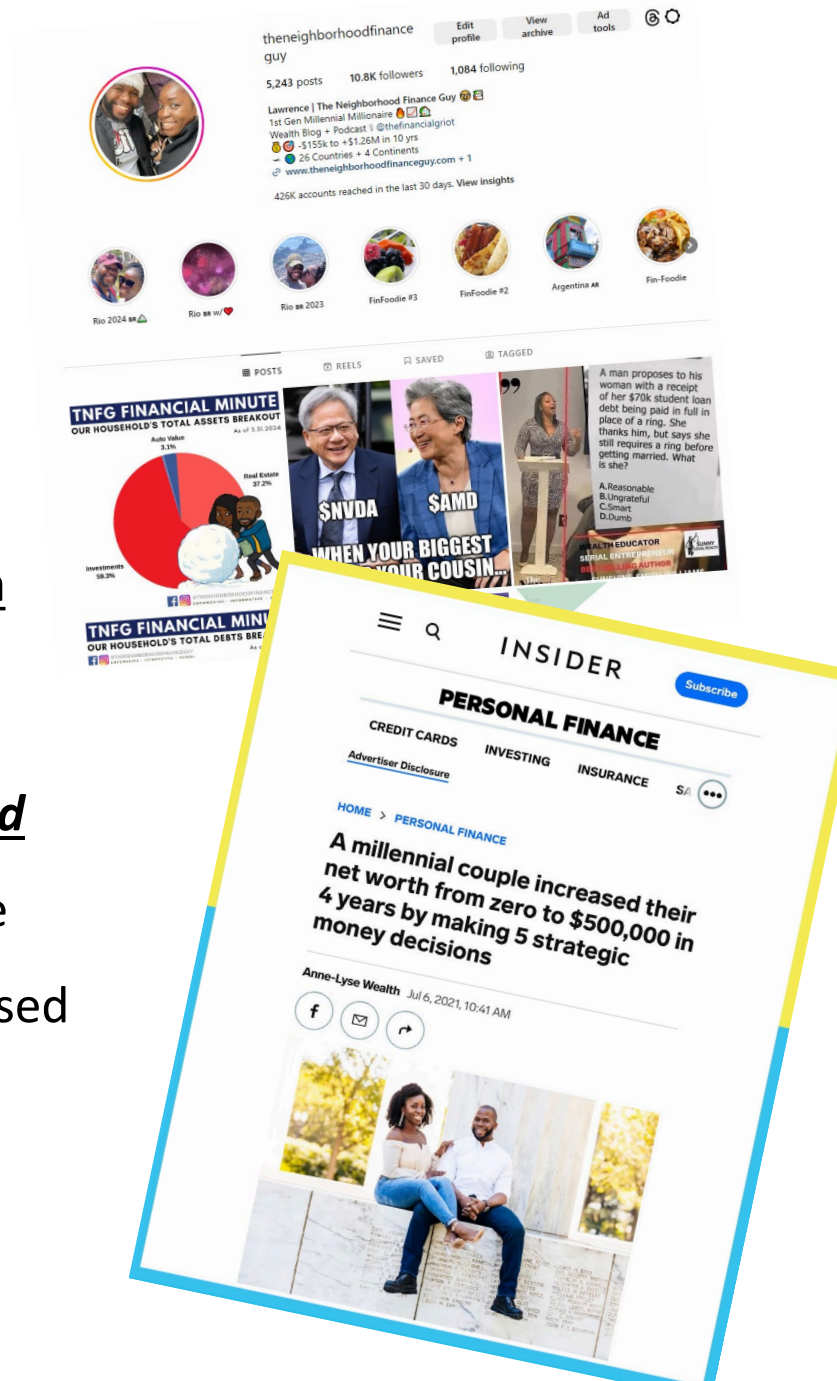


# Wait are you qualified for this?

Maybe? I guess we will, see?

We've been featured in [NY Times](#), [Business Insider x2](#), [The Motley Fool](#), [Yahoo Finance](#), [GoBanking Rate](#), [Bankrate](#), [HerMoney](#), NPR, and WLRN (via Twitter Spaces) and one of the [Top 10 Best Debt Free Blogs in 2023](#).

The list goes on: [the AskLovely Podcast](#), [Paychecks and Balances](#), [His and Her Money](#) Podcast, [Marriage, Kids, and Money](#), [Journey to Launch](#), The Black Financial Initiative [Part 1](#) and [Part 2](#), [The Flavor Podcast](#), MulTYversed Episode 36 – [Show Me the Money](#), [The Dreamers Podcast](#), and [It's My Money with Patrina Dixon](#).



# If that didn't impress you...

Try this on for size

I'm giving speech to US Department of Treasury Employees, Florida International University Employees, Khols' Employees, NASA and even Harvard Doctors.

*"Just Google me."*



# A Promise and Ongoing Commitment

For more information,

[TheNeighborhoodfinanceguy.com](http://TheNeighborhoodfinanceguy.com)

[The Financial Griot Podcast](#)





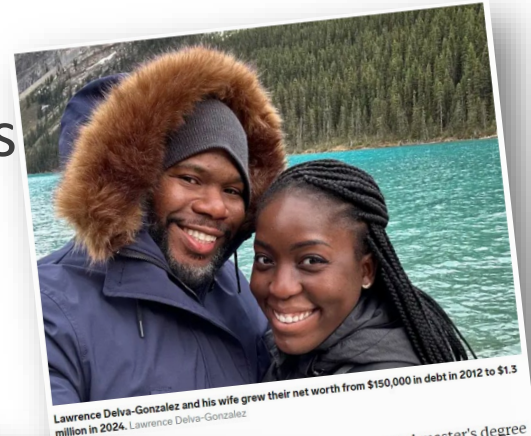
How Does  
the Story  
Go Again?

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# What will you learn this time???

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1. Cash Flow Management
2. Tax Planning to Close Out 2024, and to Kick Off 2025: Prior Year Contribution Deadlines, and Actionable Proactive Steps
3. Investing to Beat Inflation ← **The Most Important Part**
4. Learning that “No” is a full sentence, paragraph and dissertation.
5. You can't help Others while Failing Yourself



Lawrence Delva-Gonzalez and his wife grew their net worth from \$150,000 in debt in 2012 to \$1.3 million in 2024. Lawrence Delva-Gonzalez





# The BIG Financial Literacy Myth

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## Financial Mindset + Goals Setting

BUDGETING

CASH FLOW  
MANAGEMENT

INVESTING  
STRATEGY

NEEDS

WANTS

INCOME

EXPENSES

OPPORTUNITIES  
CHALLENGES

SHORT TERM  
STRATEGIES

LONG TERM  
PERSPECTIVE

OWNERSHIP  
TRANSFERS



# Where are we now?

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Internationally, Nationally,  
Locally, and in the Household

*“Think Globally, Act Locally”*

# Trump 2.0? Project 2028?

FOR STOCKS?

GROCERY PRICES?

IMMIGRATION?

STUDENT LOANS FORGIVENESS?

OLIGARCHIES?

BIDEN AND HARRIS BOOK  
RELEASES?





Americans  
are feeling  
a certain type  
of way...

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# +3% Inflation Example

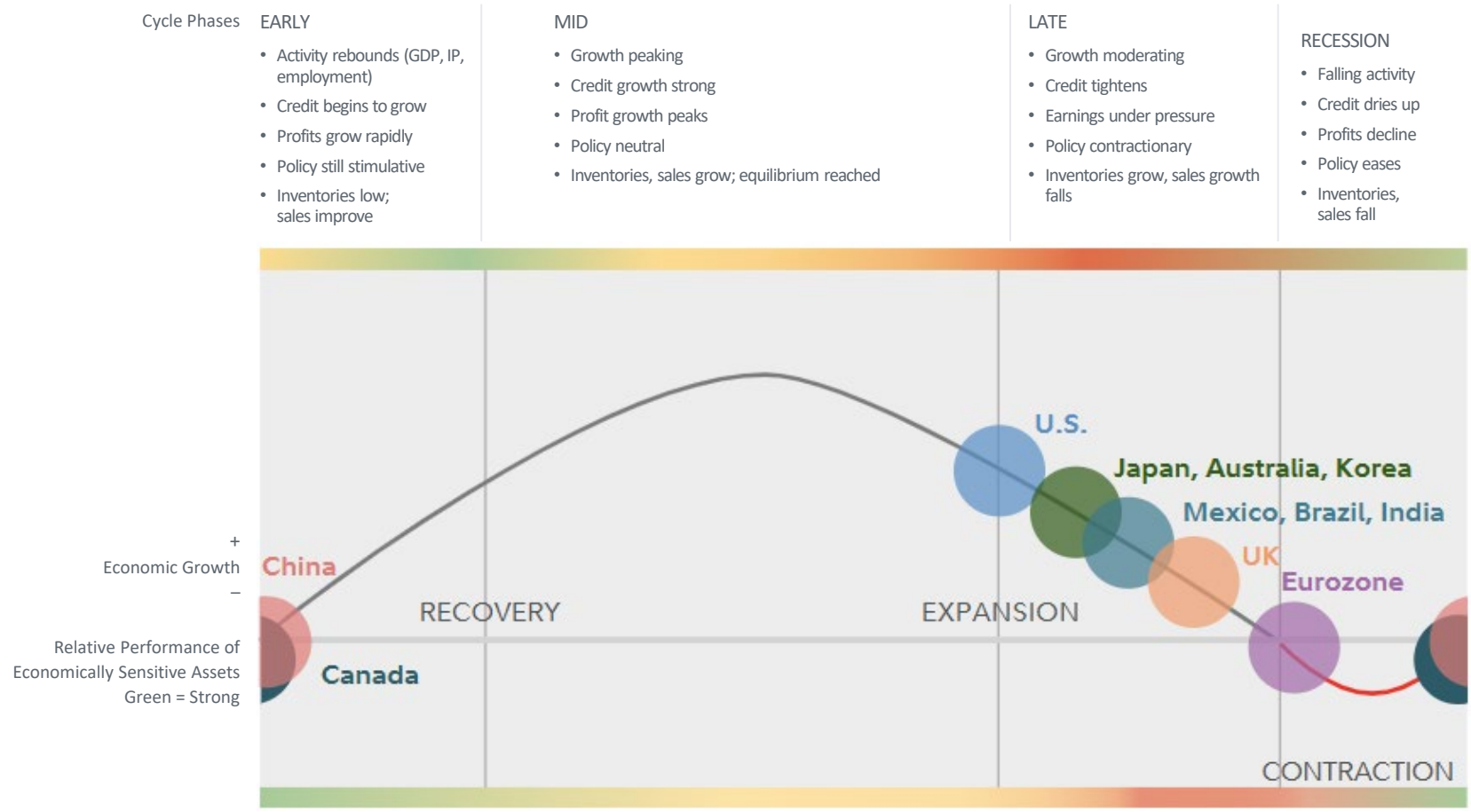
Inflation is the rate of increase in prices over a given period of time.

From Inflation to Recession, [Click Here to Master Modern Economic Vocabulary.](#)

CURRENT EXPENSES (EST 2024)	EXPENSES BY 2025	EXPENSES BY 2040	EXPENSES BY 2050
\$40,000	\$43,709	\$68,097	\$91,517
\$50,000	\$54,636	\$85,122	\$114,396
\$60,000	\$65,564	\$102,146	\$137,276
\$70,000	\$76,491	\$119,170	\$160,155
\$80,000	\$87,418	\$136,195	\$183,034
\$90,000	\$98,345	\$153,219	\$205,913
\$100,000	\$109,273	\$170,243	\$228,793
\$125,000	\$136,591	\$212,804	\$285,991
\$150,000	\$163,909	\$255,365	\$343,189

# Global business cycle expansion continued, but monetary and political uncertainty rose.

Many major economies, including the U.S., remained in the late cycle expansion phase and registered hints of stabilization and even reacceleration in some areas. Expectations of monetary easing have contributed to improving global financial conditions, and worldwide manufacturing activity has firmed. China remained an outlier, as it continued to ease policy in hopes of reaccelerating from its growth slump.



# Business cycle approach to equity sectors

A disciplined business cycle approach to sector allocation seeks to generate active returns by favoring industries that may benefit from cyclical trends. Economically sensitive sectors historically have performed better in the early- and mid-cycle phases of an economic expansion. Meanwhile, companies in defensive sectors with relatively more stable earnings growth have tended to outperform in weaker environments.

## Business Cycle Approach to Sectors

Sector	EARLY CYCLE—Rebounds	MID CYCLE—Peaks	LATE CYCLE—Moderates	RECESSION—Contracts
Financials	+			-
Real Estate	++	-	+	--
Consumer Discretionary	++		--	
Information Technology	+	+	-	--
Industrials	++			--
Materials	+	--		-
Consumer Staples	--	-	+	++
Health Care	--			++
Energy	--		++	--
Communication Services		+		-
Utilities	--	-	+	++
	Economically sensitive sectors have tended to outperform, while more defensive sectors have tended to underperform.	Making marginal portfolio allocation changes to manage drawdown risk with sectors may enhance risk-adjusted returns during this cycle.	Defensive and inflation-resistant sectors have tended to perform better, while more cyclical sectors underperform.	Since performance generally has been negative during recessions, investors should focus on the most defensive, historically stable sectors.

## After mixed Q4, most assets finished with positive 2024 returns

The S&P 500 posted modest gains during Q4, bringing its total return to 25% for the year. The U.S. equity market exhibited a wide dispersion of returns with communication services and information technology far outpacing sectors like health care and materials for Q4 and the year. Other asset categories struggled in Q4, including non-U.S. stocks, which fell amid a rising dollar, and fixed income assets, which were hurt by rising Treasury yields. Despite the weak quarter, most assets exhibited positive calendar year returns.

### U.S. Equity Styles Total Return

	Q4 2024	2024
Growth	6.8%	32.5%
Large Caps	2.4%	25.0%
Mid Caps	0.6%	15.3%
Value	-1.9%	14.0%
Small Caps	0.3%	11.5%

### U.S. Equity Sectors Total Return

	Q4 2024	2024
Communication Services	8.9%	40.2%
Info Tech	4.8%	36.6%
Financials	7.1%	30.5%
Consumer Discretionary	14.3%	30.1%
Utilities	-5.5%	23.4%
Industrials	-2.4%	17.3%
Consumer Staples	-3.3%	14.9%
Energy	-2.4%	5.7%
Real Estate	-7.9%	5.2%
Health Care	-10.3%	2.6%
Materials	-12.4%	0.0%

### Non-U.S./Global Assets Total Return

	Q4 2024	2024
ACWI ex-USA	-7.6%	5.5%
Canada	-1.8%	11.9%
Japan	-3.6%	8.3%
EAFE	-8.1%	3.8%
EAFE Small Cap	-8.4%	1.8%
Europe	-9.7%	1.8%
EM Asia	-7.9%	12.0%
Emerging Markets	-8.0%	7.5%
EMEA	-4.0%	5.6%
Latin America	-15.8%	-26.4%
Gold	-0.4%	27.2%
Commodities	-0.4%	5.4%

### U.S. Equity Factors Total Return

	Q4 2024	2024
Momentum	5.8%	33.0%
Quality	1.1%	22.3%
Yield	-0.5%	22.0%
Value	1.9%	18.3%
Low Volatility	-0.9%	16.3%
Size	-0.2%	15.4%

### Fixed Income Total Return

	Q4 2024	2024
Leveraged Loan	2.3%	9.0%
High Yield	0.2%	8.2%
EM Debt	-1.9%	6.5%
ABS	-0.1%	5.0%
CMBS	-1.5%	4.7%
Agency	-1.1%	3.2%
Credit	-3.0%	2.0%
TIPS	-2.9%	1.8%
Aggregate	-3.1%	1.3%
MBS	-3.2%	1.2%
Municipal	-1.2%	1.1%
Treasuries	-3.1%	0.6%
Long Govt & Credit	-7.4%	-4.2%





# Here's How You Make the Financial Pivot

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# Wealth Secrets 101

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- 1. Decrease your expenses**
- 2. Increase your income**
- 3. Invest the Difference**

➤ Self + Net Work

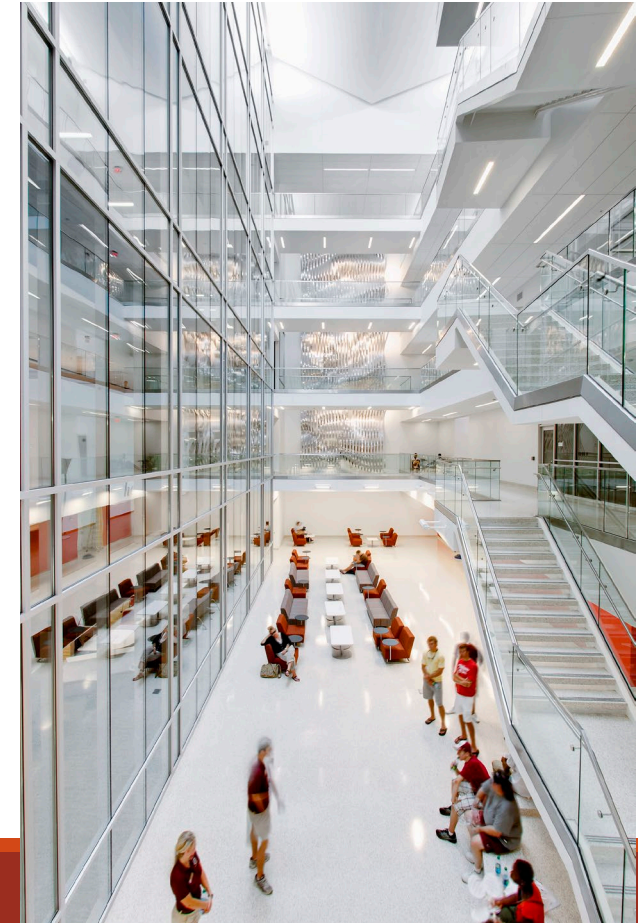
➤ Investments

➤ Real Estate

➤ (Small) Business

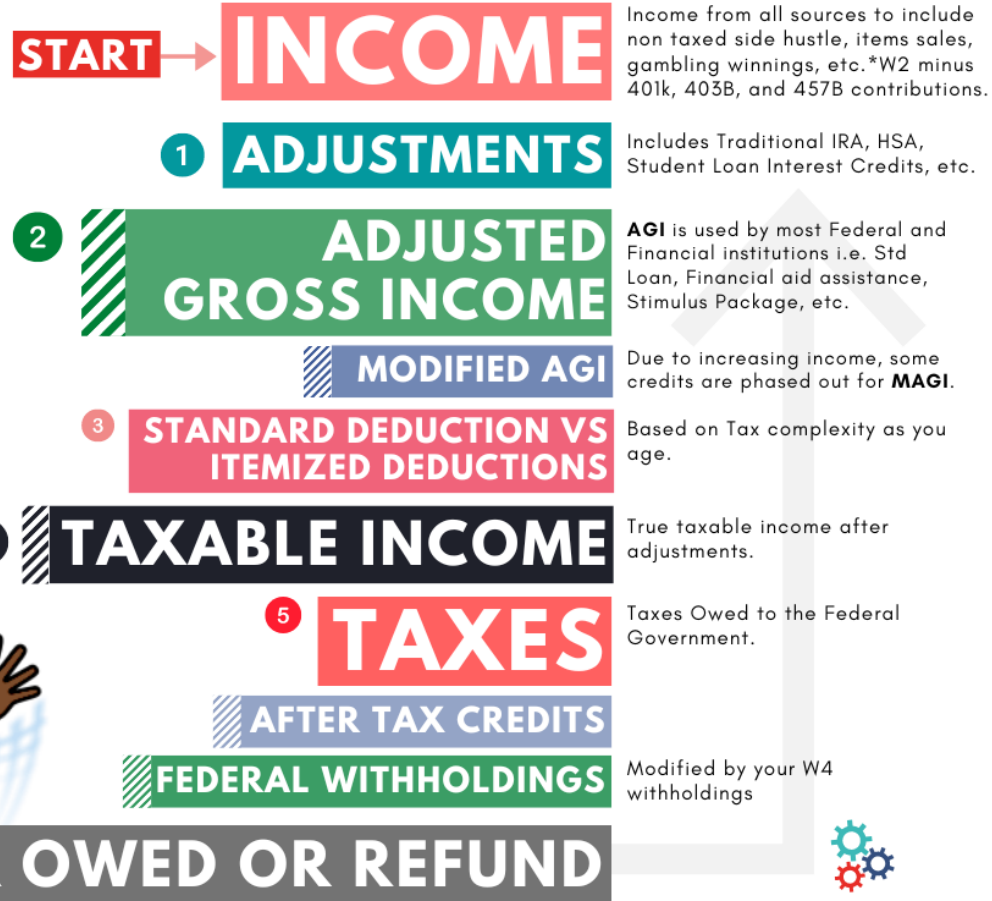


# Where Do We Start?



# MONEY CONCEPTS

## THE BASICS OF TAXATION



#NetMax tax  
KickFlip that  
boost refunds

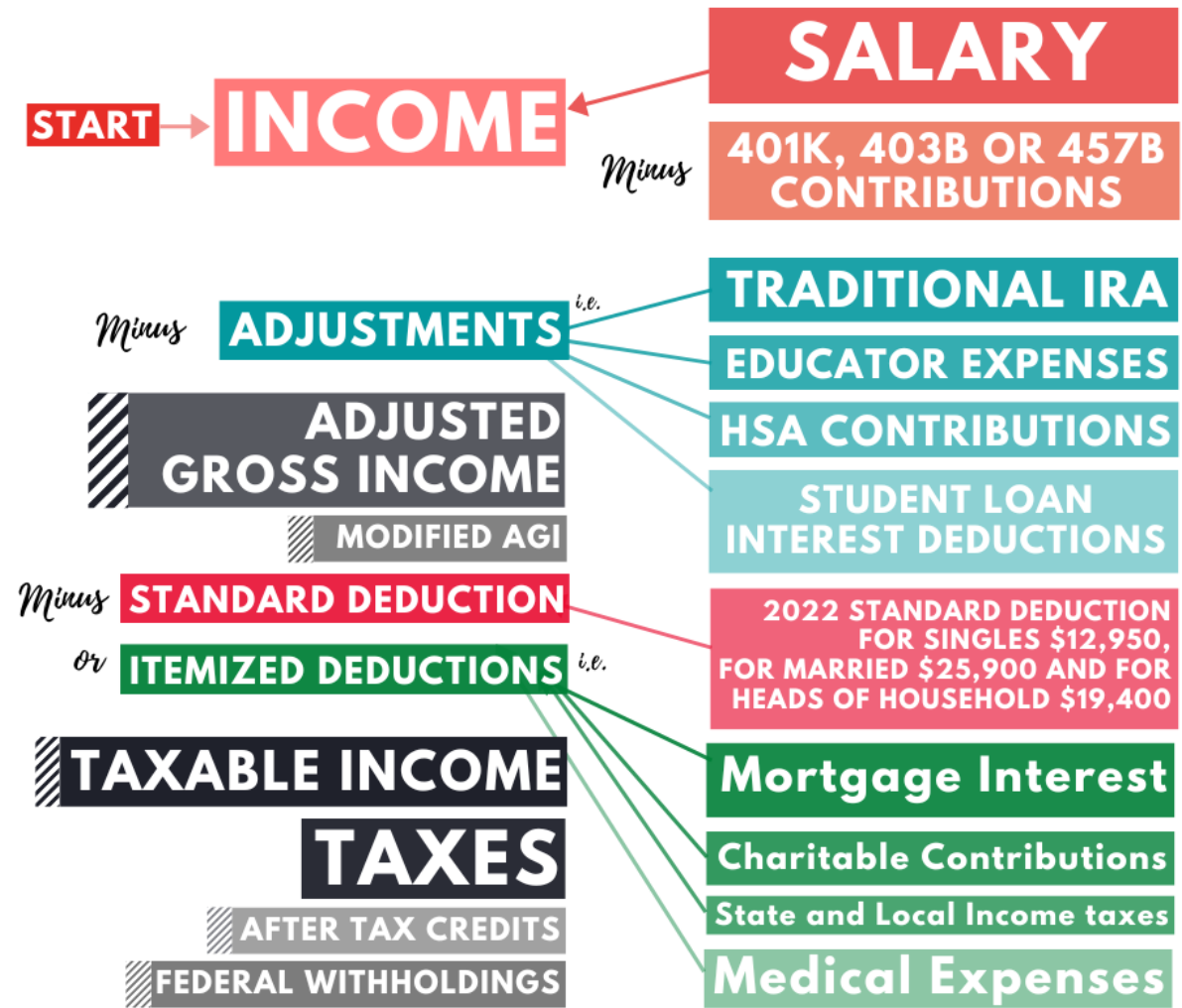
@THENEIGHBORHOODFINANCEGUY



# The Big Tax Picture

# MONEY CONCEPTS

## TAXATION BREAKDOWN *v2*

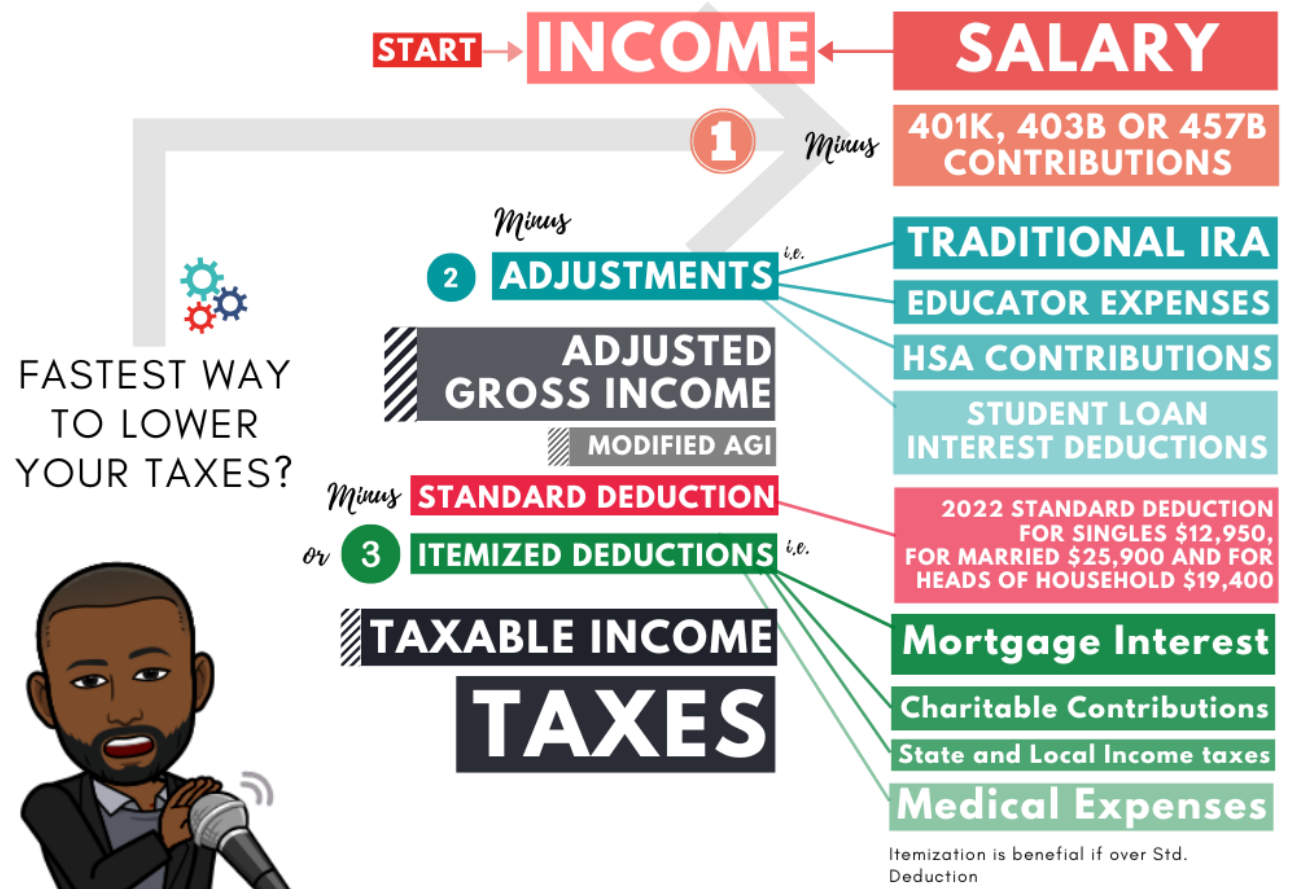


Itemization is beneficial if over Std. Deduction

# MONEY CONCEPTS

## TAXATION BREAKDOWN v3

A More Tax  
Efficient Use  
of Money

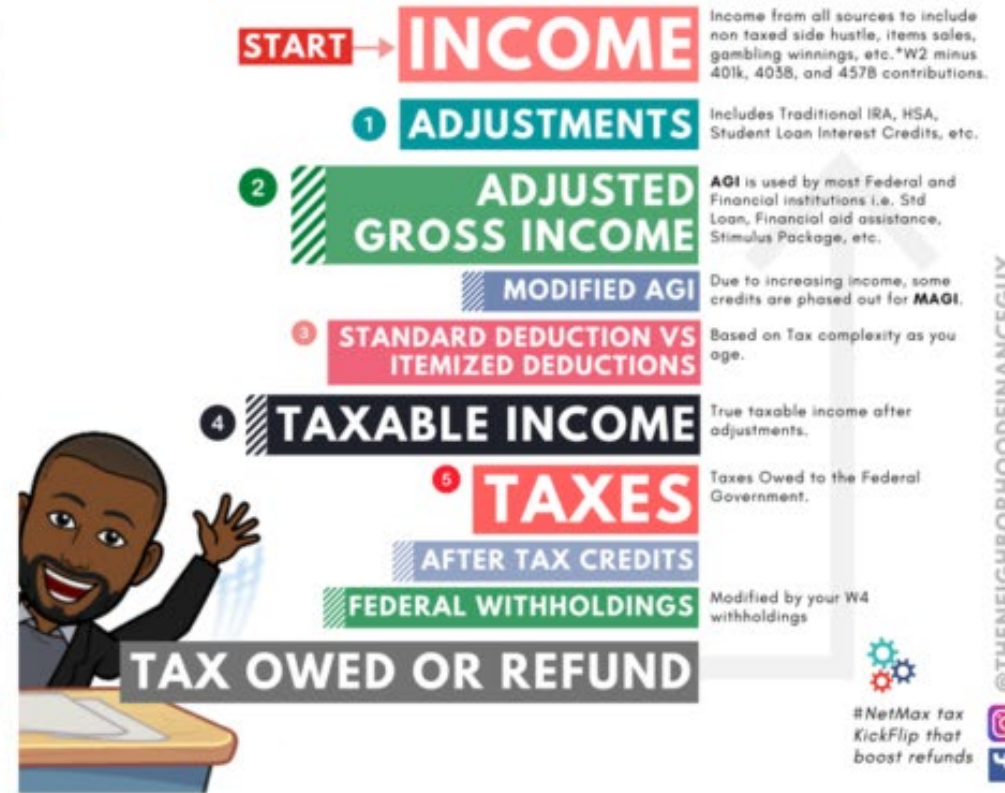


# Free Excel Resources

Household Income/Deductions Data Points			
	Gross Income Per Month	Yearly	Gross Income Total
Primary Gross Income	\$6,500.00	\$78,000	<b>\$78,000</b>
Secondary Gross Income (If Any)	\$0.00	\$0	
Rental Income (If Any)	\$0.00	\$0	
Business Income (If Any)	\$0.00	\$0	
Child Support/Alimony (If Any)	\$0.00	\$0	
<b>Total Gross Income</b>	<b>\$6,500</b>	<b>\$78,000</b>	<b>Additional Notes: (If Any)</b>
<b>Other Assets (Deductions)</b>			
401k (TSP), 403b, 457b Contribution Primary Income Provider	\$1,428.00	\$19,500.00	For 2020 and 2021, the 401k limit for employee salary deferrals is \$19,500, up \$500 from 2019. The 401k contribution limit is imposed by the Internal Revenue Service, which generally makes cost-of-living adjustments in the fall of each year. *Check your contribution limits if you're 50 or older in 2020-2021 or up to \$1,500 for catch-up plans.
401k (TSP), 403b, 457b Contribution Secondary Income Provider	\$0.00	\$0.00	IRS Contribution Limit \$19,500 for FTDR (similar to above). After receiving more than 5,000 employer currently contributing to an employer-sponsored 401(k) plan, Bottomment found that not only a quarter of respondents aren't capitalizing on the opportunity, 79 percent of respondents were affected by employer, but 27 percent didn't take full advantage of it. Of those 27 percent, 36 percent don't know their limit, and 60 percent don't know how to get it.
Individual Retirement Account (IRA) Traditional/ or ROTH for Primary	\$500.00	\$6,000.00	The annual contribution limit for 2019, 2020, and 2021 is \$6,000, or \$7,000 if you're age 50 or older. The annual contribution limit for 2018, 2016, 2017, and 2015 was \$5,500, or \$6,500 if you're age 50 or older. Your Roth IRA contribution may also be limited based on your filing status and income. (For: Google "IRA Contribution Limit")
Individual Retirement Account (IRA) Traditional/ or ROTH for Secondary	\$0.00	\$0.00	IRS Contribution Limit \$6,000 for 2020 and 2021 (see Provider)
Health Savings Account for the Primary	\$100.00	\$3,600.00	The HSA contribution limits are set annually by the IRS; for 2021, they're \$3,600 for self-only coverage and \$7,200 for a family. In addition to these limits, HSA participants who are 55 or older can contribute an additional \$1,000 or a catch-up contribution. In this example, HSA contribution is divided in two amounts for the primary and secondary income provider (if any).
Health Savings Account for the Secondary	\$0.00	\$0.00	IRS Contribution Limit of \$3,600 for 2020 and 2021 (see Provider). Contributions to the HSA are 100% deductible (up to the limit) — just like an IRA. With draws to pay qualified medical expenses, including dental and vision, are never taxed. Interest earnings accumulate tax-deferred, and if used to pay qualified medical expenses, are tax-free.
<b>Total Deductions (Savings and Retirement Accts)</b>	<b>\$2,428.00</b>	<b>\$29,100.00</b>	<b>Net Take-Home Total</b>
<b>Estimated in-Fax-Period Total Tax Rate</b>		<b>21%</b>	<b>\$38,631</b>
<b>Estimated Net After Dedec</b>	<b>\$4,075.00</b>	<b>\$49,100.00</b>	
<b>Estimated After Tax</b>	<b>\$3,176.25</b>	<b>\$38,631.00</b>	

## MONEY CONCEPTS

### THE BASICS OF TAXATION



# Alright Enough with the Intro!

Why Should We Take Advice from You?

Started January 2014 with \$500 in a retirement investment account.

January 2014

December 2024

As of December 31, 2024, my wife and I amassed over \$1,000,000 in investments.

## TNFG FINANCIAL MINUTE

### RETIRING EARLY CONCEPT

**SIMPLIFIED**

HOUSEHOLD  
SAVING RATE

YEARS UNTIL  
RETIREMENT

5%

66 YRS

10%

51 YRS

20%

37 YRS

30%

28 YRS

40%

22 YRS



**"SAVE MORE EARLY,  
WORK LESS"**



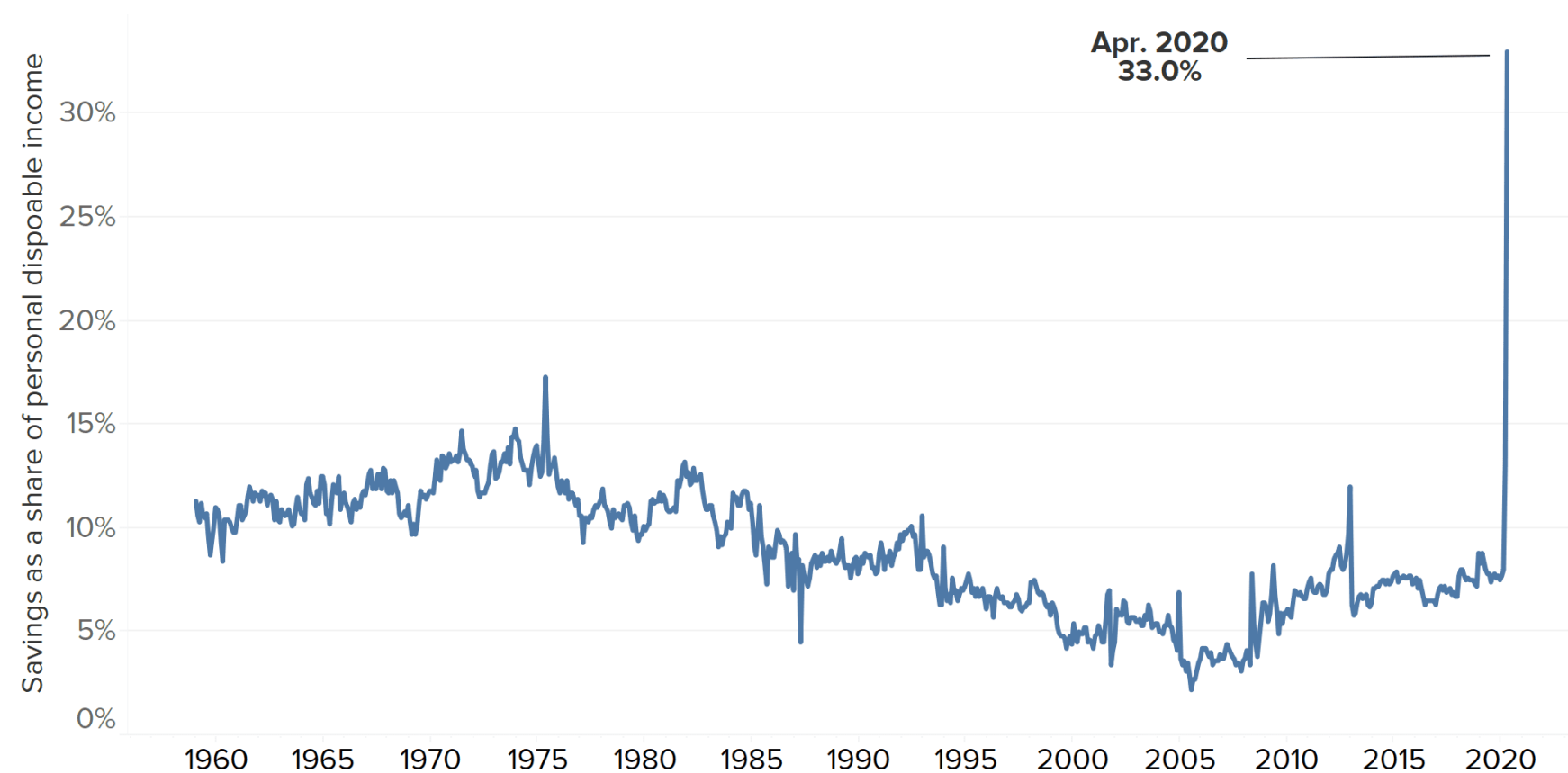
# So you Can't Invest?

Average annual savings rate prior to 2019 was sub 8%.

Most people said that they couldn't save any more...


Turns out that was a lie.

## Personal savings rate spikes to record high



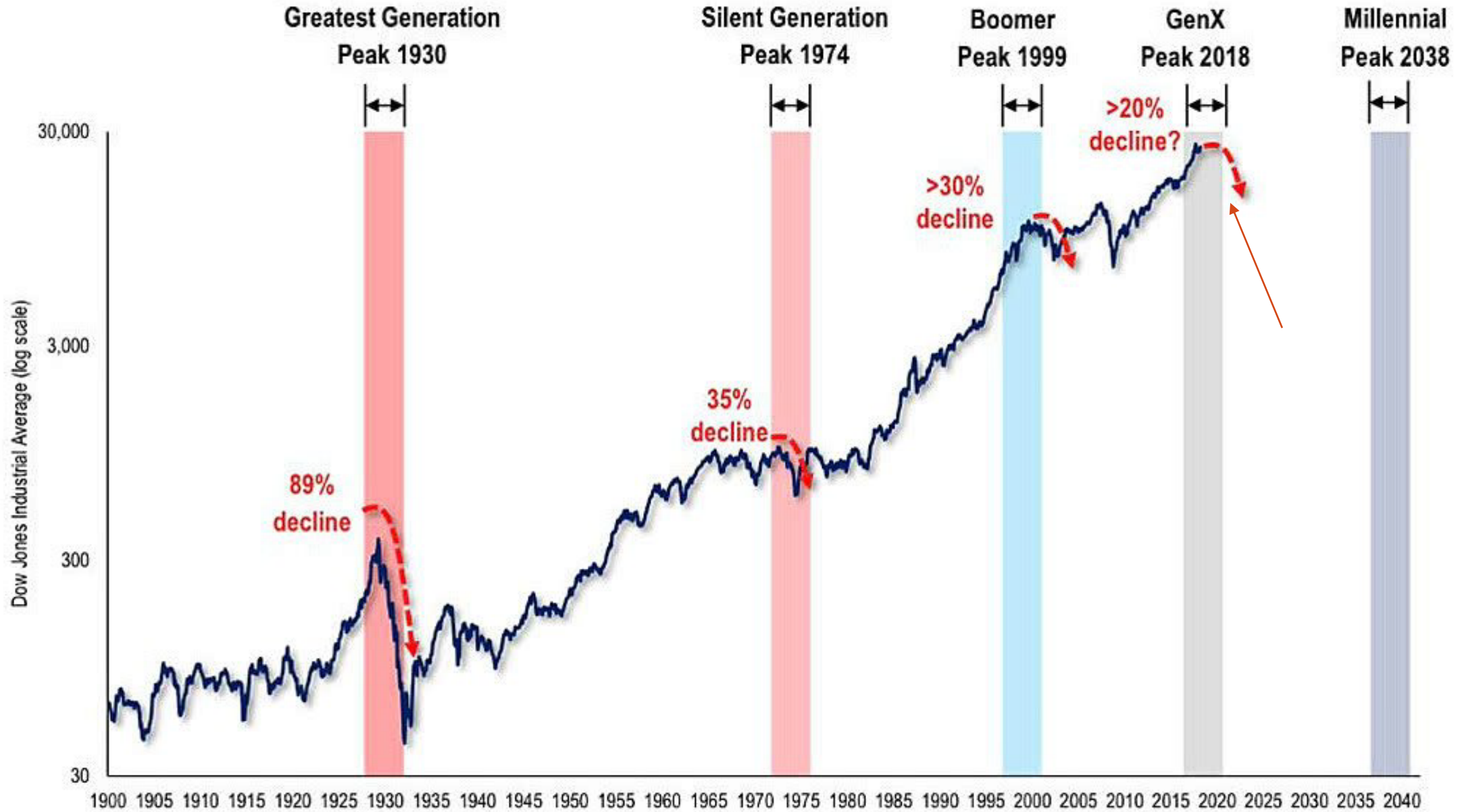
SOURCE: Bureau of Economic Analysis



<b>Gross Salary</b>	<b>Monthly Investments</b>	<b>After 10 Years at 8%</b>	<b>After 30 Years at 8%</b>
\$30k 	\$625	\$108,649	\$849,624
\$45k	\$937.50	\$162,974	\$1.27M
\$54k	\$1,125	\$195,569	\$1.5M
\$70k	\$1,458.33	\$253,515	\$1.98M

# Is The Market Empty, Is it Half Full or Half?

Figure: Dow Jones Industrials Average  
Since 1900



# #FirstInvestments



## MONEY CONCEPTS

### EST. 2024 ACTIONS AND TRIGGERS

*Estimated*

Category	Item	Value	
MAX	#1 401K	\$46,000	
	#2 ROTH IRA	\$14,000	
	#3 HSA	\$8,300	
TRIGGERS #1	#1A MATCHING CONTRIBUTIONS	+\$12,500	
	#1B EST. MARKET GROWTH +7%	+\$4,095	
	TRIGGERS #2		
	#2A LONG TERM WEALTH BUILD		
	#2B EST. MARKET RETURN RATE +7%	+\$980	
	#2C TAX FREE DIV AND NO CAP GAINS		
TRIGGERS #3	#3A TAX FREE MEDICAL AND DENTAL		
	#3B LOW TO MILD GROWTH +7%	+\$581	
	#3C FUTURE MEDICAL EXPENSES		
	TOTAL	+\$18,688	
	OR +27.36%		

**TRIGGERS**

- #T1 LOWER TAXES: +\$13,032
- #T2 LOWER AGI
- #T3 LOWER STUDENT LOAN PMTS
- #T4 BETTER DTI
- #T5 TOTAL WEALTH MKT GROWTH BOOST 7%: +\$5,656
- #T6 RETAIN TAX CREDIT /PHASEOUTS

**Action Steps that Trigger Opportunities.**

**TRIGGERS**

**TRIGGERS #1**

**TRIGGERS #2**

**TRIGGERS #3**

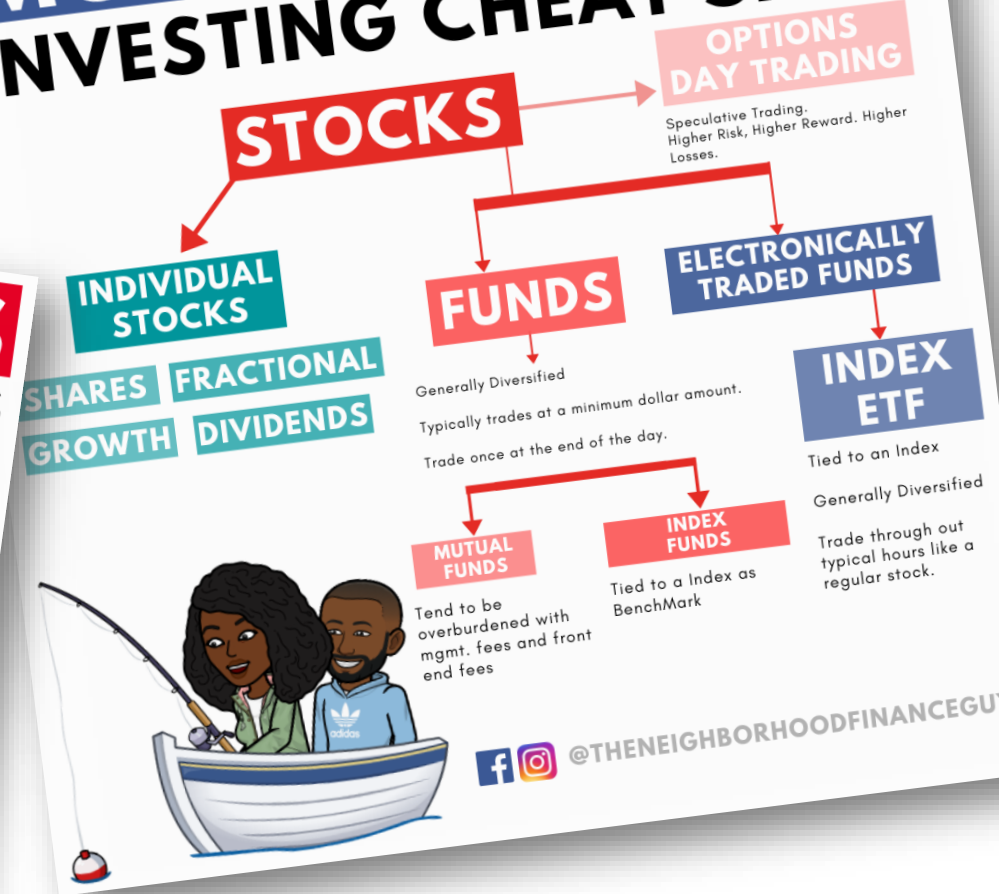
**TOTAL**

**OR**

**@THENEIGHBORHOODFINANCEGUY**

# MONEY CONCEPTS

## INVESTING CHEAT SHEET



# #Saving vs Investing Analysis

WHAT DO YOU MEAN BY...

## SAVINGS

Since I'm personally guilty of adding to this confusion; it's important to say that savings and investments can be two entirely different things.

- People typically save for shorter time windows or for a cushion ie emergency savings.
- **Sinking funds**, popularized by Dave Ramsey, tend to highlight big expenditures such as weddings, vacations, new car, a home, holiday shopping, and etc.
- **Savings typically have a low payout.** High-interest savings are going for 2% as of 2.2020

**SAVINGS = SHORT TERM**



VS



WHAT DO YOU MEAN BY?

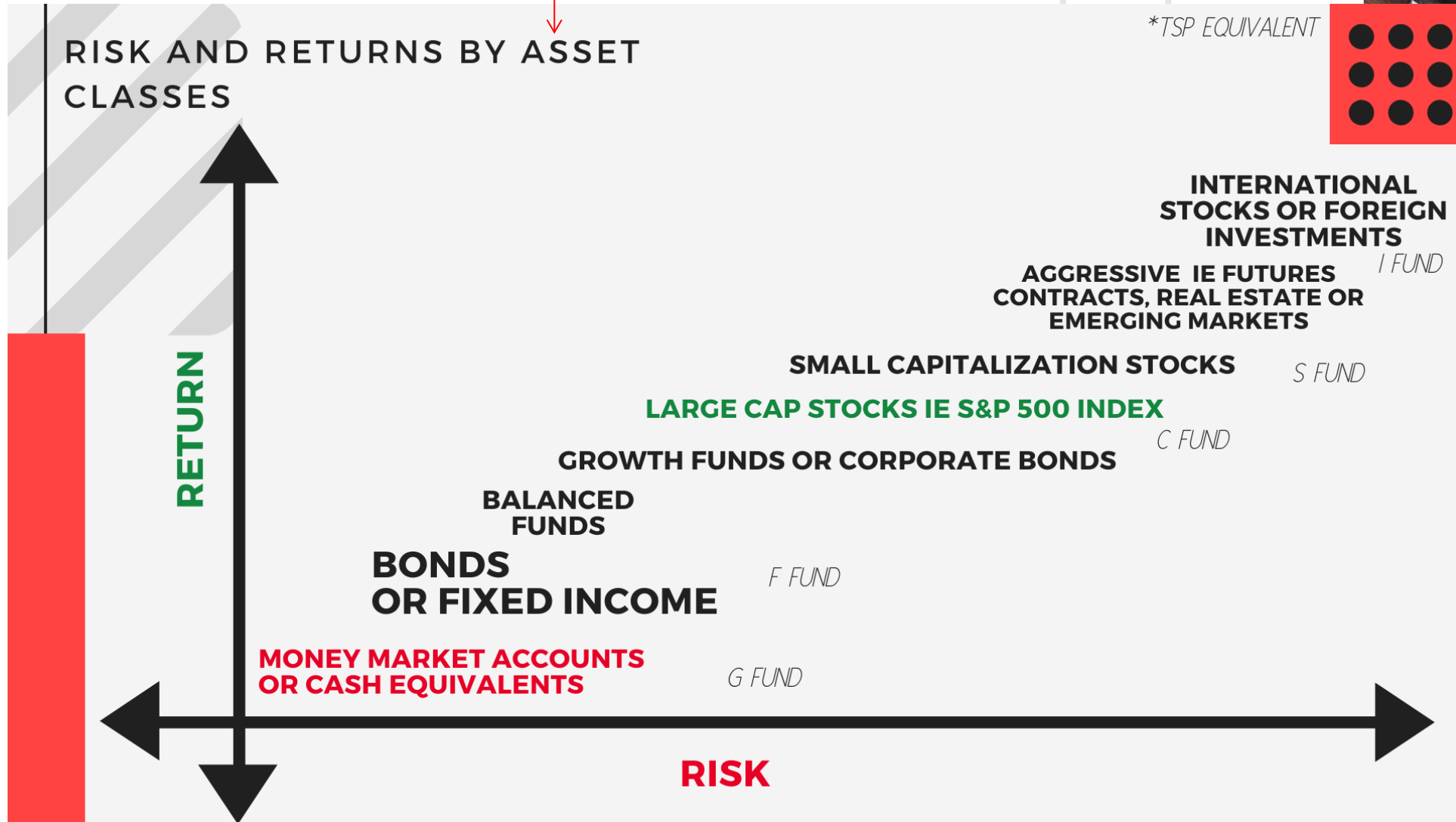
## INVESTMENTS

**The BIG difference between Savings or Investments is time horizon** (and potential growth). If you don't need the money for one year or more, you may as well invest it. Common investments:

- Stock Market
- Employer-Sponsored Retirement Accounts such as a 401k, 403b, or 457b
- Tax-advantage investing tools such as the Traditional IRA, ROTH IRA, SEP IRA, or Simple IRA

**INVESTING = MEDIUM AND/OR LONG TERM**

# Successful Investing



# #Cycle Analysis



Market Summary

Economy/Macro Backdrop

Asset Markets

Long Term



Global business cycle in less synchronized expansion

Global cycle solidified as the year progressed

Ebbing commodity prices provide relief to EM policymakers

After significant disinflation, reaching 2% may be harder

Inflation progress appears more mixed beneath the surface

## ECONOMY

### Global business cycle in less synchronized expansion

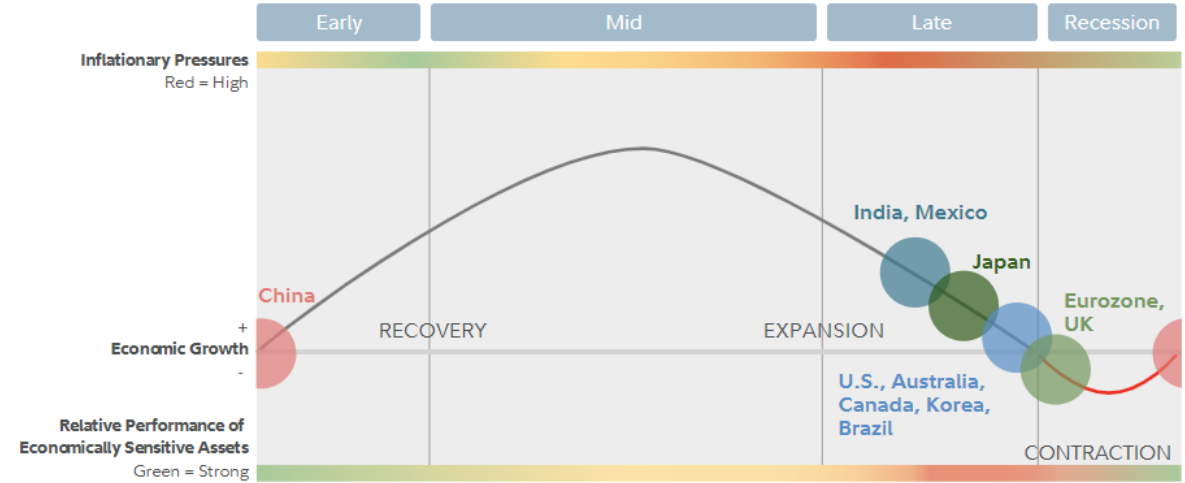
Many major economies, including the U.S., remained in the late-cycle expansion phase. Global crosswinds included evidence of solid service activity but restrictive monetary policies in many developed economies. The global monetary tightening cycle appears to be over, but the pace and magnitude of easing remains uncertain. China remained an outlier, as it continued to ease policy in hopes of reaccelerating from its growth slump.

RELATED CONTENT  
[▶ Quarterly Market Update Video](#)

Largest Economies

U.S. Sectors

- All
- United States
- Canada
- China
- India
- South Korea
- Japan
- Mexico
- Brazil
- United Kingdom
- Germany
- Italy
- France
- Australia
- Spain



A growth recession is a significant decline in activity relative to a country's long-term economic potential. Note: The diagram above is a hypothetical illustration of the business cycle, the pattern of cyclical fluctuations in an economy over a few years that can influence asset returns over an intermediate-term horizon. There is not always a chronological, linear progression among the phases of the business cycle, and there have been cycles when the economy has skipped a phase or retraced an earlier one.

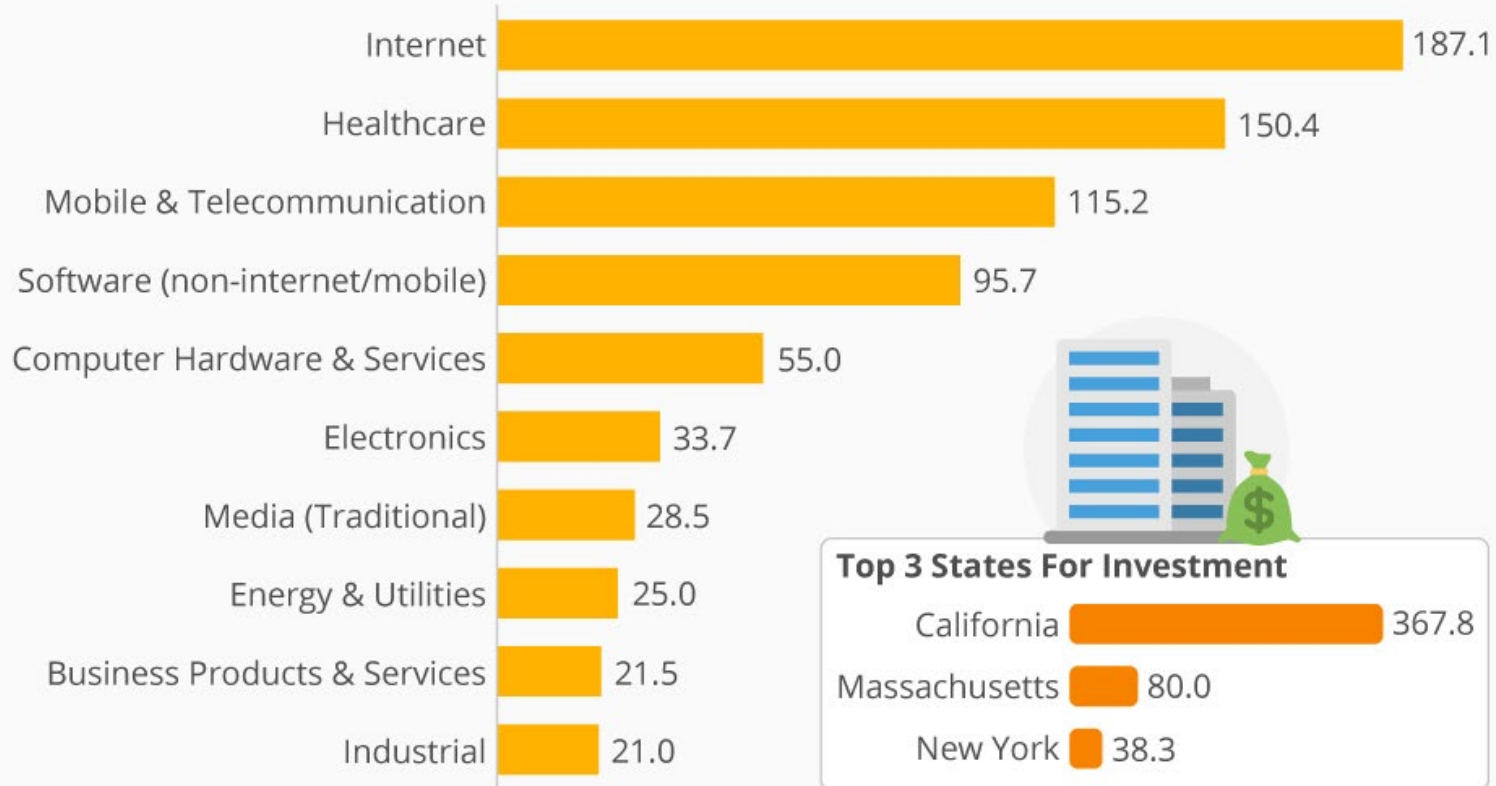
9 Source: Fidelity Investments (AART), as of 12/31/23.



# #Sector Analysis

## The Top Sectors For U.S. Investment Dollars

Money invested by sector and state over the last 20 years (billion U.S. dollars)



@StatistaCharts Source: CB Insights/PwC

statista



# Tech and More Tech



# Wealth through “Invited Luck”

1 Wealth \$\$\$ =  
[ {Contributions x (1+ Rate) } – Inflation – Anticipated Taxes] Time

- Track your spending, savings, and investments
- Pay yourself first
- Start a side hustle
- Find a residual income stream

2 Wealth = [Contributions x (1+ Rate)] Time

3 Wealth = Effort x Rate x Time

## FINMEDIA BASICS RULES OF THE GAME

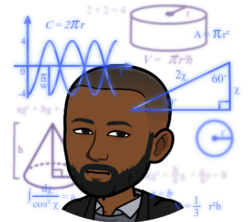


Wealth accumulates with three variables; **Contributions**, what you put in; **Rate of Growth**, how fast it goes up based on risk; and **Time**, how long you are in for.

There is one random variables - *Luck* since it happens. There is one mandatory catalyst known as *Kinetic Action*.

What is you invested \$100 each year at 10% for 5 years?

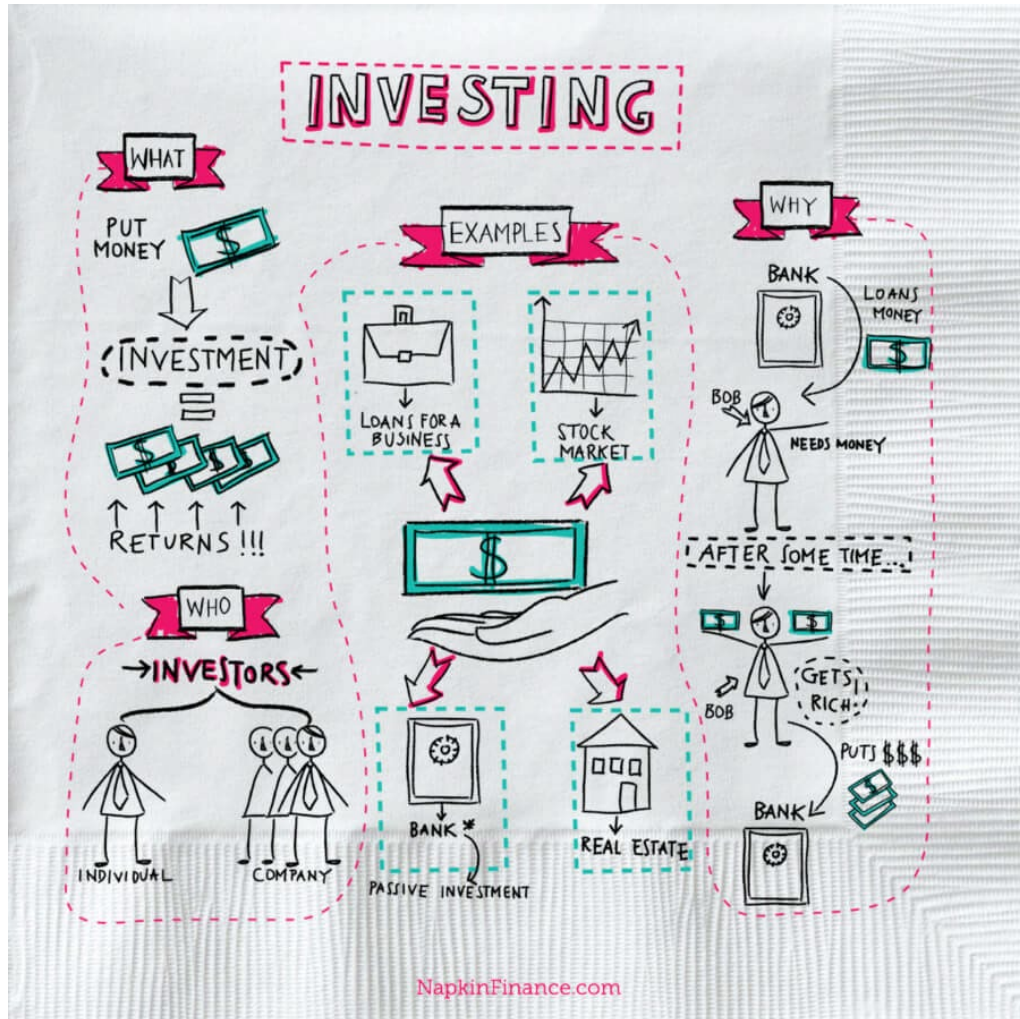
	start principal	start balance	interest	end balance	end principal
1	\$0.00	\$0.00	\$0.00	\$100.00	\$100.00
2	\$100.00	\$100.00	\$10.00	\$210.00	\$200.00
3	\$200.00	\$210.00	\$20.99	\$331.00	\$300.00
4	\$300.00	\$331.00	\$33.10	\$464.10	\$400.00
5	\$400.00	\$464.10	\$46.41	\$610.51	\$500.00



For 30 years?

	start principal	start balance	interest	end balance	end principal
30	\$2,900.00	\$14,863.09	\$1,486.33	\$16,449.40	\$3,000.00

# Discernment of Information



beginner investing

Best Books for Beginner Investors (5 MUST-READS)  
Investing With Rose • 30K views • 1 month ago  
Learn how to invest (from scratch) by reading these books for beginners investors! This is my list of books that taught me all about ...

**THE BEST INVESTMENT**

How To Become A Millionaire: Index Fund Investing For Beginners  
Graham Stephan • 843K views • 12 months ago  
Index Fund Investing for beginners: This is one of the best investments that requires very little work, almost no skill, and has some ...

**Fidelity PICK THE BEST INDEX FUNDS**

Fidelity Index Funds For Beginners (DETAILED TUTORIAL)  
Investing With Rose • 115K views • 6 months ago  
FIDELITY INDEX FUNDS FOR BEGINNERS // This video gets super-specific. What index funds are, how to buy Fidelity index ...

**5 BEGINNER STOCKS**

5 Stocks For Beginners To Buy In The 2020 Stock Market Crash  
In this video we're going to go over 5 good quality stocks for beginner investors to buy in the 2020 stock market crash... Sven ...

**2020 MARKET CRASH**

From \$0 To Millionaire | Investing For Beginners  
Graham Stephan • 431K views • 1 month ago  
These are my top 5 favorite investments, why I invest in them, and how you could get started doing something similar, as well ...

**INDEX FUNDS 101**

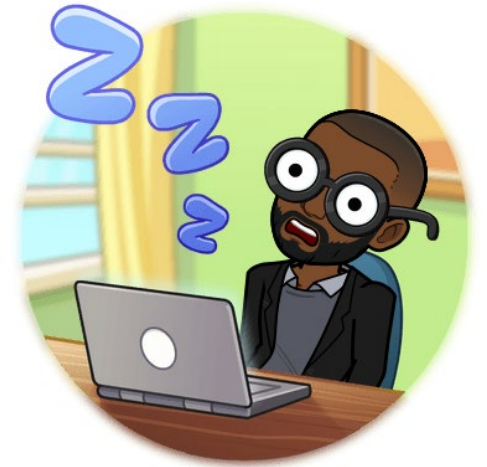
Vanguard Index Funds (Investing For Beginners)  
Marko - WhiteBoard Finance • 95K views • 6 months ago  
Vanguard Index Funds are one of the easiest ways to get started investing, especially from a passive investing standpoint ...

YouTube Recommend – Investing With Rose!

# Website Recommendations

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1. Essentials: [Mint.com](https://www.mint.com), [Personal Capital](https://www.personalcapital.com) and [SSA.gov](https://www.ssa.gov)
2. Savings, Mortgage rates and credit card rates - [www.Bankrate.com](https://www.bankrate.com)
3. [Debt Snowball Calculator](#)
4. Google Finance and Yahoo Finance
5. Investment Back testing (advanced) - [www.portfoliovisualizer.com](https://www.portfoliovisualizer.com)
6. Exchange Traded Funds ([ETF](#)) – [www.ETF.com](https://www.ETF.com)
7. [Brokerages](#) include Fidelity, Vanguard, M1 Finance, Robinhood, Schwab, etc...
8. [Net/Max Financial Plans](#) to build wealth in less than 15 years
  - a. [Other resources](#): Budgeting, Personal Taxes, etc.



# Recap and Questions

When you're giving advice but you have to finish with 'idk though' in case you accidentally ruin someone's life



*How we did it...*

**ALL GREAT  
ACHIEVEMENTS  
REQUIRE TIME.**

*Maya Angelou*



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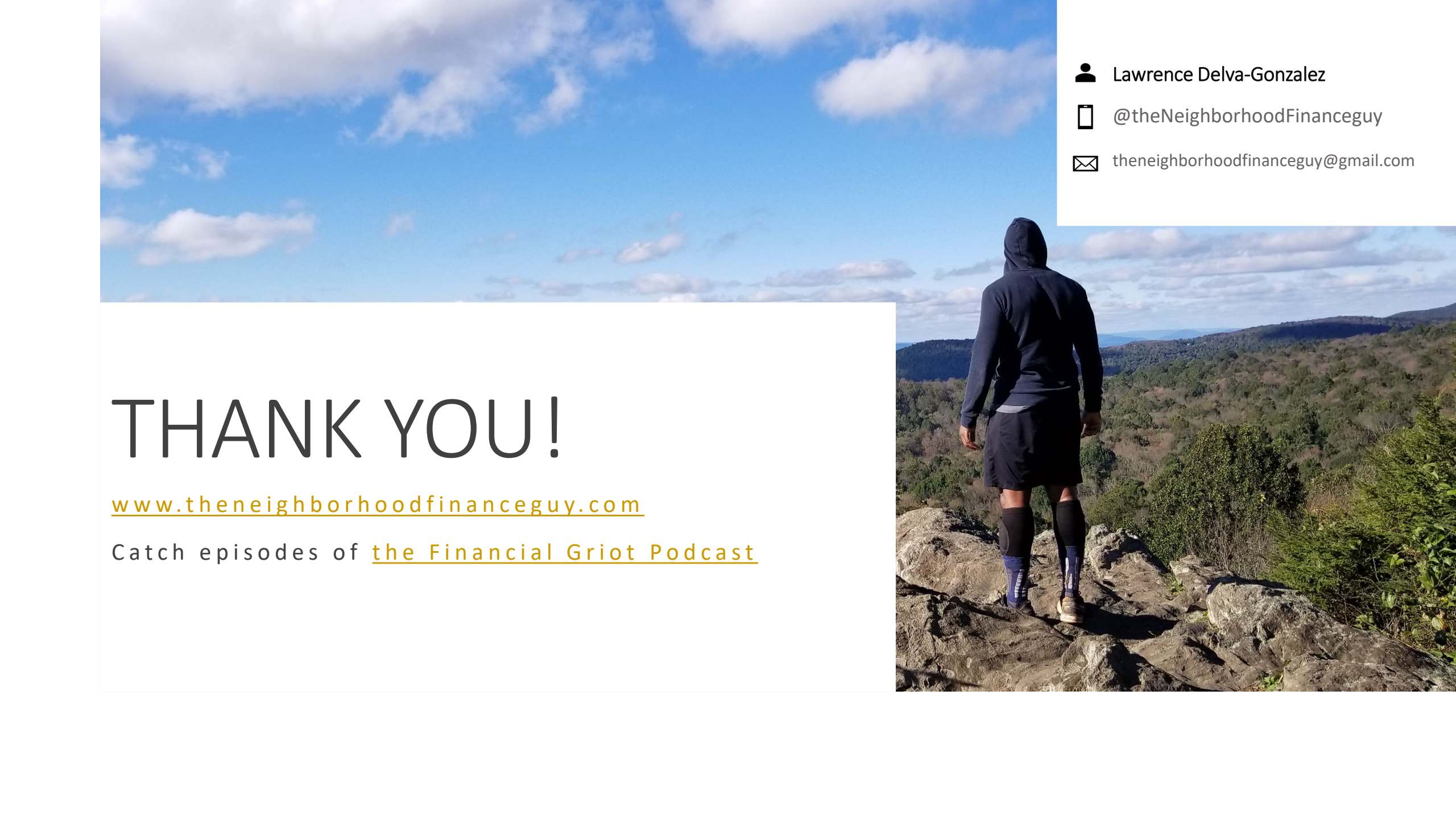
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